



## The Procurement Game Plan Winning Strategies and Techniques for Supply Management Professionals

By Charles Dominick

J. Ross Publishing. Hardcover. Book Condition: New. Hardcover. 264 pages. Dimensions: 9.1in. x 6.0in. x 0.8in. The Procurement Game Plan offers the guidance needed to take the career and the department of the procurement professional to progressively higher levels. It provides easy-to-follow strategies for improving supplier relationships, securing measurable cost reductions, achieving operational excellence, and improving margins and competitiveness. Key Features: -- Provides valuable insights into strategic procurement and supply management principles, processes and best practices, and how to manage productive and successful procurement organizations --Presents guidelines, techniques, and tools for converting a transaction-based reactive function into a proactive and powerful strategic contributor, and uses sports analogies to explain how everything fits together --Uses real scenarios and examples to make the principles and methodologies more relevant and easy to understand -- Simplifies complex concepts into easy-to-follow steps that procurement professionals can use to secure tangible results -- WAV features a 13-point procurement ethics checklist, a 20-point proposal evaluation checklist, a 21-point negotiation checklist, and a case study on Business Process Re-engineering and e-Procurement Implementation at ASSET, Inc. -- available from the Web Added Value Download Resource Center at [jrosspub.com](http://jrosspub.com) Chapter 1: Procurements Place in the Organization: What Position Does Supply Management Play

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